

ON THE TEE . . .

Two local Assistants recently became a full fledged Superintendents. Mike Evans left Burning Tree Club to assume responsibilities at Prince George's Country Club and Luke Maissonpiere assumed his duties at Andrews Golf Club when Robert Lambert decided to retire and enjoy life. Our congratulations to all and remember we are here to help.

A sincere welcome to a new arrival to our area, Mitchell P. Williams, Superintendent of Manor Country Club. Note that he also is advertising for an Assistant Superintendent. Inquiries should be directed to him at 922-1707 as soon as possible.

HURRAH one of our own. Dr. Fred Grau, an Honorary Member in both the MAAGCS and the National among others is having two awards named in his honor. The Crop Science Society of America is initiating the Fred V. Grau Turfgrass Science and the Fred V. Grau Science Awards. Both awards are to be presented in 1987 and are presented in recognition of significant career contributions in turfgrass science.

The National Sports Turf Council (NSTC) will occupy the same office space used by the United States Golf Association (USGA) many years ago. NSTC will be located at USDA-ARS-BARC, Building 001, Room 333, Beltsville, MD 20725, telephone (301) 344-3655.

Save those Blue tags. Contributions can be made to NSTC at the above address. A lot of good can be done with your help!

Plan on attending the Musser Tournament being held at Woodholme Country Club, October 27, 1987. Information can be obtained by contacting Egypt Farms at (301) 335-3700. Proceeds underwrite many good research projects. Make a commitment, GET INVOLVED.

Lester Tanner, Editorial and Publicity Chairman would like to receive your help and support. Newsworthy items that you would like to see printed in your local newspaper, etc. should be forwarded to one of the committee persons, Russel Bateman, Tony Goodley or Lester. They will forward such info to the paper of your request, on approved forms. Do you have questions? Refer to your "Public Relations and You" manual, Section B, Page 4.1 (GCSAA). Contact the National if you don't have this booklet.

The Maryland Alliance for Responsible Regulation of Pesticides (MARRP) is soliciting contributions to help organize and lobby against "harsh or unliveable" laws that would jeopardize our way of conducting business. While this may be a simplification of their efforts, the majority of us would probably applaud and even welcome such restrictions, if applied to the correct "GUILTY" persons. The Federal Government can't figure out "Who Done It!" and the outlook for Maryland doesn't look to be promising either. As professional individuals, we recognize the best strategy might be good sound pesticide applications. Harry Homeowner and Lawn Who may shackle alof us!

The United States Golf Association will be conducting a seminar at Columbia Country Club April 9, 1987. For those interested parties who are not pre-registered, the cost will be \$35.00 at the door. All are welcome and encouraged to attend. Bring your Greens Committee Chairman, Golf Pro or even Manager. The program starts at 9:00 a.m., with registration at 8:30 a.m.

MAAGCS Ladies Night will be Saturday, June 6 for an evening cruise on the Potomac River. Boarding will be at 6:30 p.m., sailing from Pier 4 (6th & Water St., S.W., Washington); \$40 per couple. This includes a buffet meal, music, climate controlled dining room, open air decks and a cash bar. Featured will be a salute to Broadway. For details and reservations, call Steve Nash; work 968-7090 or home 378-4790 (Va). DON'T DELAY, reserve today. A mailing is forthcoming.

Committees for 1987

Golf Committee - Nick Vance, Chairman; Tom Regan and Tom Walsh will plan and supervise the golfing activities, prizes and trophies of the Association.

Educational Committee - Steve Cohoon, Chairman; Lentz Wheeler schedules speakers with topics for our monthly meetings. They will work with the University of Maryland in planning the Maryland Turfgrass Conference and Trade Show and develop seminars for CEU's and plan other suitable educational programs.

Finance Committee - Thomas Regan, Chairman; Joel Ratcliff and Thomas Knoll monitor the finances of the Association and advise the Board when finances are an issue. They are also responsible for inventory, sale of all property and dry goods, on-going maintenance of name badges, and collection of any fines incurred by members.

Social & Benevolence Committee - Steve Nash, Chairman; Gerald Gerard, Michael McKenzie and Steve Potter will promote the social affairs of the Association. The Ladies Night and annual picnic will be under their direction. Condolences of any nature to members of their immediate family and securing bonds for new born babies are their forte.

Membership Committee - Virgil Robison, Chairman; James Kelley and Eric Linde are responsible for membership material, i.e. cards and certificates, mailing lists and applications for National and MAAGCS are maintained in current conditions.

Editorial & Publicity Committee - Lester Tanner, Chairman; Russel Bateman and Tony Goodley are responsible for public relations for the Association, officers and individual members. They also assist the newsletter editor in preparing articles and handle all billing of the newsletter and directory.

As encouraged by our President, Lee Dieter, use your Board. You should feel free to communicate with them about "YOUR" Association. If you need help in any area or can offer assistance, please contact the Chairman or a committee-person. We are here to serve you.

GIMMES . . .

Congratulations from all of us on your "new" arrival along with our sincere best wishes and blessings for happiness and health. A savings bond will be issued to your child, on behalf of the Association.

Mr. and Mrs. Larry Cornell for their daughter Holly Wallace.

Mr. and Mrs. Steve Potter for their daughter Lynn Potter.

Mr. and Mrs. Dick Gieselman for their son J. Ryan Gieselman.

New Members/ Reclassifications

David G. Fetzer, Class A
Park Manager, Pinecrest G.C.

David W. Anderson, Class F
Sales Engineer, C/Z Enterprises

Geoffrey H. Moses, Class F
Sales Manager, C/Z Enterprises

Michael J. Gilmore, Class B
Supt., Baltimore Municipal Golf Corp.

Alan Rosoff, Class F
President, Seed Corp. of America

Barton Bullock, Class B
Asst. Supt., Washington Golf & C.C.

SELLING (Continued from page 1)

expensive in the long run, etc. Talk of ideas rather than the project itself. Use charts, slides and drawings to get your message across clearly and concisely. List all solutions with the pros and cons while guiding the reasoning process to your conclusion. Remain neutral about the issue and make certain that the cause, not the symptom, is addressed. DO NOT make exaggerated claims of great improvements resulting from the project. Remember the story of the veterinarian who acted as though every animal brought to him had a very good chance of dying; then if the animal lived the vet was a hero and if the animal died, he had predicted that.